HKU BUSINESS SCHOOL
港大經管學院

Inspire·Empower·Lead

1. General Information

Course Subject	FINA
Course Number	2387
Course Title	Wealth Management for the Chinese Market
Academic Years	2026-2027
Grading Method	Letter

2. Instructors

Mr WONG Ming Tak Philip
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Subclasses: 2A

4. Course Description

Course Description	This course covers the growth of Chinese wealth and the development of wealth management industry in both onshore and offshore China Market, including discussion of the needs of Chinese customers/investors and the investment/insurance/wealth planning products/services offered onshore and offshore. Changes and development of regulatory landscape and the evolving connectivity between Hong Kong and Chinese Mainland will be discussed. The course will cover the market development in historical perspective which is important to understand the current market and to explore the future trend and needs of Chinese investors. Students will gain practical insights into wealth management strategies tailored to Chinese clients amid regulatory evolution, digital innovation, cross-border opportunities, and sustainability imperatives.

5. Course Objectives

1. This course will enrich students' understanding of the Chinese wealth development and growth trajectory and allow them to explore opportunities in various aspects of the wealth management industry in Chinese context.

6. Faculty Learning Goals

Goal 1: Acquisition and internalization of knowledge of the programme discipline
Goal 2: Application and integration of knowledge
Goal 3: Inculcating professionalism
Goal 4: Developing global outlook
Goal 5: Mastering communication skills

6. Faculty Learning Goals

Goal 6: Cultivating leadership

7. Course Learning Outcomes

Course Teaching and Learning Activities	Aligned Faculty Learning Goals					
	1	2	3	4	5	6
CLO1. Demonstrate comprehensive knowledge of the historical and latest drivers of wealth creation and distribution in China	✓	✓	✓	✓		
CLO2. Understand the needs related to rising Chinese HNW and UHNW clients as the first generation wealth or beginning of the second generation wealth, and differentiate the cultural and behavioral differences between old wealth and new wealth, and between Chinese and non-Chinese clients.	✓	✓	✓	✓		✓
CLO3. Evaluate regulatory frameworks and compliance requirements shaping Wealth Management in Greater China		✓	✓	✓		
CLO4. Apply advanced wealth management principles to the Chinese context		✓	✓	✓		✓
CLO5. Articulate the opportunities and risks relating to cross border activities relating to wealth creation and growth of wealth		✓	✓	✓		✓
CLO6. Critically analyze emerging trends and technologies in China’s wealth ecosystem		✓	✓	✓		
CLO7. Demonstrate effective client relationship and communication skills in a Greater China wealth context		✓	✓	✓	✓	✓
CLO8. Work in a team to dimension the Chinese wealth management ecosystem			✓		✓	✓

8. Course Teaching and Learning Activities

Course Teaching and Learning Activities #	Expected Study Hours	Study Load (% of study)
T&L1. Interactive Lectures	30	25
T&L2. Assignments and home exercises	40	33.3
T&L3. Lecture preparation and self study	50	41.7
	Total: 120	Total: 100

9. Assessment Methods

Assessment Methods	Description	Weight %	Aligned Course Learning Outcomes
A1. Group Presentations	Group project	40%	1,2,3,4,5,6,7,8
A2. Individual paper	Research paper on a topic related to the Chinese wealth management industry	40%	1,2,3,4,5,6,7,8
A3. Class participation	Attendance and participation in class	20%	1,2,3,4,5,6,7,8

10. Course Grade Descriptors	
A+,A,A-	Strong evidence of superb ability to fulfill the intended learning outcomes of the course at all levels of learning: describe, apply, evaluate and synthesis
B+,B,B-	Strong evidence of ability to fulfill the intended learning outcomes of the course at all levels of learning: describe, apply, evaluate and synthesis
C+,C,C-	Evidence of adequate ability to fulfill the intended learning outcomes of the course at low levels of learning: such as describe and apply, but not at high levels of learning such as evaluate and synthesis
D+,D	Evidence of basic familiarity with the subject
F	Little evidence of basic familiarity with the subject

11. Course Content and Tentative Teaching Schedule	
Topic/ Session	Content
1	China's wealth boom, client segmentation and needs analysis
2	Onshore wealth management business vs Offshore wealth management business. Offshore wealth management hubs for Chinese clients and multi-shoring trends
3	Regulatory landscape of wealth management in Mainland China and its implication
4	Geopolitical risk and cross border risk associated
5	HK-China Wealth Connect. From Institutional (QDII/QFII) to Mass Market (Stock/Bond Connect/Wealth Connect). Wealth management business as a Greater China Business, impact of Greater Bay Area
6	Insurance for Chinese Clients and insurance as a wealth management and wealth legacy product
7	Estate Planning, succession and family governance for Chinese clients
8	Development of Family Office for Chinese clients and its application wealth legacy.
9	Investment Banking, Fintech, digital wealth management and future trends in China

12. Required/Recommended Readings & Online Materials	
Textbook	No textbook is required for this course. Lecture slides and other reference materials will be distributed on Moodle.

13. Means / Processes for Student feedback on Course	
✔	Conducting mid-term survey in additional to SETL around the end of the semester
	Online response via Moodle site
	Others

14. Course Policy

Academic Honesty

Plagiarism (http://aao.hku.hk/sy3/plan-of-study/exa-and-ass/plagiarism/)

"Plagiarism is defined as the unacknowledged use, as one's own, of work of another person, whether or not such work has been published. It is a very serious academic offence and the University does not allow or tolerate plagiarism. Any student who commits plagiarism is liable to disciplinary action which can result in serious consequences – including expulsion from the University.

You are strongly advised to read the booklets "What is Plagiarism" and "Plagiarism and How to Avoid It" and to consult your teachers if you have any questions about how to avoid plagiarism."

Cheating

Cheating is another very serious academic offence. Any student who commits cheating on homework assignments or midterm or final examination will receive a grade "F" for the whole course. In addition, the case will be reported to the relevant Board of Examiners and/or the Senate of the University for further actions.

Class Attendance and Work Load

To maximize learning experience, students are strongly recommended to attend all lectures, and participate actively in class. Students are expected to spend at least 120 hours as described above. Attendance will be checked and classroom participation will form part of the overall assessment.

Class Conduct

The guiding principle governing class conduct is mutual respect. All mobile phones must be switched off or on silent mode. No eating or drinking is allowed. Students should not disturb others in class.